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Director of Business Development

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Director of Business Development - CRO/Biotech - East Coast USA - \$100,000 - \$160,000 Join our dynamic team at a rapidly growing Biotech/Clinical Research Organization as we seek to recruit a Director of Business Development! Responsibilities: Lead the establishment, cultivation, and maintenance of relationships with key stakeholders in pharmaceuticals, biotech, and contract research industries. Drive business expansion by securing new opportunities across various clinical trial models, including site-based, hybrid, and fully decentralized trials. Manage the entire sales process from prospecting to closing deals, exceeding predefined sales targets. Serve as the company's representative at industry events, showcasing our services and expertise. Maintain accurate documentation using CRM systems and ensure client satisfaction through dedicated client relations. Qualifications: Proven sales expertise within the clinical research field, demonstrating a track record of successful deal initiation and closure. Strong communication skills, both written and verbal, capable of building connections with diverse stakeholders. Inherent self-motivation combined with the ability to identify leads and develop effective sales strategies for improved success rates. Outstanding organizational skills, meticulous attention to detail, and proficiency in multitasking. Proficiency in Microsoft Office Suite (PowerPoint, Excel, Word) and CRM platforms. Education and Experience: Bachelor's degree in business, life sciences, or a related field; equivalent qualifications will be considered. Minimum of three years of experience in clinical research, site networks, CROs, pharmaceuticals, or similar sales roles, with the necessary skills and knowledge to excel in this position. If you are interested in this exciting opportunity, please submit your application now or email

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